

Message Text

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AMEMBASSY VIENNA

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SUBJECT: EXCHANGES: EXHIBITS: "TECHNOLOGY FOR THE AMERICAN HOME" CONTRACT TALKS BEGIN

USIA FOR ICS/E, IEE; DEPT. FOR EUR/SOV; VIENNA FOR REX:CRAIG

1. INITIAL SESSION CONTRACT TALKS "TECHNOLOGY FOR AMERICAN HOME" HELD AFTERNOON OCT. 21 IN AUCC'S SOKOLNIKI PARK OFFICES. CHAMBER REPRESENTED BY CHIEF, INTERNATIONAL EXHIBITS DIVISION, OGANESYAN AND G.A. KUZMENKO, CHAMBER AUTHORIZED REPRESENTATIVE WITH OREC. FOLLOWING ARE MAIN POINTS OF DISCUSSION:

2. ALTHOUGH CHAMBER HAS BEEN GIVEN BACKGROUND SHEETS ON EXHIBIT THEME AND CONTENTS IN PAST, OGANESYAN REQUESTED MORE DETAILED DESCRIPTION. PAO NALLE DESCRIBED EXHIBIT BRIEFLY FROM ZAGREB VISIT AND PROMISED MORE COMPLETE RUNDOWN IN WRITING LATER THIS WEEK. OGANESYAN'S REAL POINT, HOWEVER, WAS APPARENTLY TO REGISTER HIS DISSATISFACTION WITH EXHIBIT'S RUSSIAN LANGUAGE TITLE, WHICH HE SAID DID NOT CONVEY AN ACCURATE IMPRESSION OF ACTUAL CONTENTS. "TEKHNIKA I ZHILISHCHE," ACCORDING TO OGANESYAN, IS LIKE SAYING "FACTORIES AND APARTMENTS," BUT HE DEFERRED TO PAO ARGUMENTS THAT TITLE WOULD PROVE ADEQUATE AND EXHIBIT WOULD EXPLAIN ITSELF.

3. NALLE ALSO DESCRIBED PLANS FOR SEMINARS IN CONNECTION WITH, BASED ON THOSE CARRIED OUT IN ZAGREB AND STRESSING OUR DESIRE WORK THROUGH RELEVANT SOVIET ORGANIZATION, AS WAS DONE IN

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YUGOSLAVIA. OGANESYAN INDICATED THIS AN ACCEPTABLE PROPOSAL,

EMPHASIZING IMPORTANCE HE ATTACHED TO TECHNICAL ASPECTS OF SUCH MEETINGS, BUT REVERTING TO HIS PROBLEMS WITH "TEKHNKA" FO TITLE, SAID MAYBE STATE COMMITTEE FOR CONSTRUCTION AFFAIRS SHOULD BE SEMINAR SPONSOR.

4. DYER THEN DISCUSSED DRAFT CONTRACT PREPARED BY AGENCY, DESCRIBING NEW CONCEPT OF AGREEMENT ON TOTAL CASH FIGURE FOR ENTIRE (AND SETTLING SUCH QUESTIONS AS NUMBER OF SOVIET EMPLOYEES FOR EACH CITY) DURING THESE NEGOTIATIONS. OGANESYAN WILLING TO CONSIDER THIS APPROACH BUT INDICATED STRONG SKEPTICISM AS TO ITS FEASIBILITY. QUESTION OF NUMBERS OF EACH TYPE OF LABORER TO BE NEEDED, HE COMMENTED, VERY HARD TO ESTABLISH IN ADVANCE. FURTHER DISCUSSION DEFERRED UNTIL CHAMBER ABLE TO REVIEW DRAFT CONTRACT, CURRENTLY BEING TRANSLATED IN EMBASSY FOR DELIVERY TO CHAMBER OCT. 23. DYER AND CRAIG WILL DELIVER RUSSIAN DRAFT PERSONALLY AND DISCUSS INFORMALLY WITH KUZMENKO IN ADVANCE OF NEXT FORMAL MEETING OCT. 25.

5. OGANESYAN MENTIONED IN COURSE OF DISCUSSION NEW CONTRACT PROPOSAL THAT SPACE RENTAL COSTS EXPECTED TO BE RAISED AT LEAST THREE AND PERHAPS AS MUCH AS SIX RUBLES IN NEAR FUTURE. LABOR RATES, HE SAID, WOULD NOT GO UP. SPACE RENT INCREASE JUSTIFIED "BECAUSE OUR OVERSEAS COSTS HAVE GONE UP," AND WOULD APPLY TO ALL INTERNATIONAL EXHIBITORS, NOT JUST THE U.S. OGANESYAN SAID FINAL WORD WOULD BE AVAILABLE SHORTLY, BUT ADVISED USIA TO PLAN ON MAXIMUM INCREASE (TO FIFTEEN RUBLES PER SQUARE METER) IN ORDER NOT TO BE CAUGHT SHORT IN EVENT WORST ALTERNATIVE OCCURRED. IF INCREASE IS DECIDED UPON, OGANESYAN INDICATED IT WOULD TAKE EFFECT BEFORE TAH BEGAN ITS TOUR.

6. DYER REQUESTED CHAMBER ASSISTANCE TWO OTHER PROBLEM AREAS, NEGOTIATIONS WITH INTOURIST ON HOTEL CHARGES FOR TAH STAFF AND GUIDES AND LIABILITY INSURANCE FOR EXHIBIT FACILITIES. OGANESYAN POINTED OUT THAT THESE MATTERS WOULD HAVE TO BE NEGOTIATED DIRECTLY WITH INTOURIST AND INGOSTRAKH, BUT OFFERED TO USE CHAMBER INFLUENCE AND FACILITIES TO EXTENT POSSIBLE SECURE MOST FAVORABLE POSSIBLE ARRANGEMENT IN EACH CASE.

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7. MINSK SITE SURVEY TENTATIVELY SCHEDULED FOR OCT. 28. LENINGRAD PAVILION FLOOR PLAN EXPECTED IN NEAR FUTURE. STOESEL

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